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# Press Release Distribution Report

March 9, 2026

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# Distribution Report

## How Artificial Intelligence Platforms Like AutoPulse.ai Are Changing Auto Dealership Sales

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# Your Submitted Press Release

**United States, 16th Mar 2026** - As car buyers increasingly begin their purchasing journey online, automotive dealerships are facing new pressure to respond faster, manage growing volumes of customer inquiries and connect data across multiple departments. Artificial intelligence platforms are beginning to play a larger role in helping dealerships meet those demands.

One emerging company in this space is **AutoPulse.ai**, a technology platform designed to help automotive retailers automate customer engagement and analyze operational performance using artificial intelligence.

Dealerships today manage large volumes of customer interactions through websites, email, text messaging and phone calls, while also coordinating activity between sales, service and marketing departments. Many rely on customer relationship management (CRM) systems to track leads and customer data, but the systems often operate separately from other dealership software.

Platforms like AutoPulse aim to connect those data streams while automating portions of dealership workflow.

## The Growing Role of AI in Automotive Retail

Artificial intelligence is already widely used in industries such as finance, e-commerce and logistics. Automotive retail, however, has historically relied more heavily on traditional CRM systems and manual follow-up processes.

As digital car shopping continues to grow, dealerships are exploring new tools to keep pace with consumer expectations for immediate responses and personalized experiences.

AutoPulse.ai uses artificial intelligence to automate responses to customer inquiries, track engagement through SMS and email communication, and schedule appointments within dealership systems.

The platform also incorporates predictive analytics designed to help dealerships identify leads that may require additional follow-up and monitor operational performance across departments.

Among the platform's capabilities are:

- Automated reassignment of inactive leads after 90 days
- Service engagement within the same communication thread as sales conversations
- Inventory intelligence that recommends vehicles to customers based on engagement patterns and dealership inventory availability
- Automated price-drop alerts that notify interested customers when vehicles they viewed or inquired about are reduced in price

The goal of these systems is to reduce manual tasks for dealership staff while providing managers with clearer insight into lead activity and departmental performance.

## **From Dealership Operations to Technology Development**

AutoPulse.ai was founded by **Bibi R. Singh**, an automotive industry professional who spent nearly three decades working inside dealership operations.

During her career, Singh held leadership roles including BDC Director and Marketing Director within multi-franchise dealership groups. Her work focused on lead management, customer engagement processes and CRM operations.

Through those experiences, Singh observed how dealerships often relied on multiple disconnected software platforms.

“Dealerships generate enormous amounts of operational data, but historically it hasn’t been easy to connect that information in ways that help teams make faster decisions,” Singh said.

The idea behind AutoPulse.ai was to apply artificial intelligence and predictive modeling to dealership operational data while maintaining workflows familiar to dealership staff.

## **Connecting Sales and Service**

One area where technology platforms are focusing increased attention is the relationship between sales and service departments.

While dealerships typically track new vehicle buyers through sales systems and service customers through service management software, those systems often function independently.

Yet long-term profitability for dealerships frequently depends on retaining customers for maintenance and repair services after a vehicle purchase.

AutoPulse.ai integrates customer communication channels so that service interactions can occur within the same conversation thread as sales engagement, providing dealerships with a more complete view of the customer lifecycle.

Managers can also monitor operational activity across departments to identify engagement gaps, delayed follow-ups or inactive leads.

## **A Technology Shift for Dealerships**

Industry analysts say interest in AI-powered tools is growing as dealerships compete with increasingly digital purchasing experiences offered by online automotive marketplaces.

Consumers now expect faster responses, personalized vehicle recommendations and smoother buying processes.

Artificial intelligence platforms may help dealerships meet those expectations while also improving internal operational visibility.

## Looking Ahead

AutoPulse.ai plans to expand its platform with deeper integrations into dealership systems and additional predictive analytics capabilities.

As artificial intelligence continues to evolve, technology platforms that combine automation with operational insight could become increasingly common in automotive retail.

For dealerships navigating a rapidly changing digital marketplace, tools like AutoPulse.ai represent a new attempt to bring data-driven technology into one of the retail industry's most traditional sectors.

## About AutoPulse.ai

AutoPulse AI is an AI-powered customer engagement and lead management platform for automotive dealerships. The platform incorporates predictive analytics designed to help dealerships identify leads that may require additional follow-up while enabling teams to monitor operational performance and improve response efficiency across departments.

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